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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES
FALL 11.2% IN MARCH

March billings for Metal Treaters reached $45.8 million, well below the March 1990 figure of $51.6 million.

For the first quarter of 1991, sales for Commercial Heat Treaters amounted to $137.1 million, off 5.4% from the same period in 1990 when sales totaled $144.9 million.

All nine MTI Districts were below their March 1990 sales figures. Only two of nine outperformed the first quarter of 1990.

A summary of percentage change by geographic regions follows:

	District	Mar 91 vs. Mar 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 2.2	2.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 5.3	- 2.2
3	South Central (W.PA-OH-IN-KY)	- 8.7	- 5.4
4	Michigan	-27.6	-16.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.9	- 7.6
6	North Central (IL-WI-MN-MO-IA)	-12.2	- 5.9
7	Pacific Coast (CA-AZ-ORE-WASH)	- 3.2	2.5
8	Southwest (TX-OK-AR-CO-LA-UT)	- 6.9	- 2.4
9	Canada	-19.4	- 9.5

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1991

BILLINGS FOR MONTH

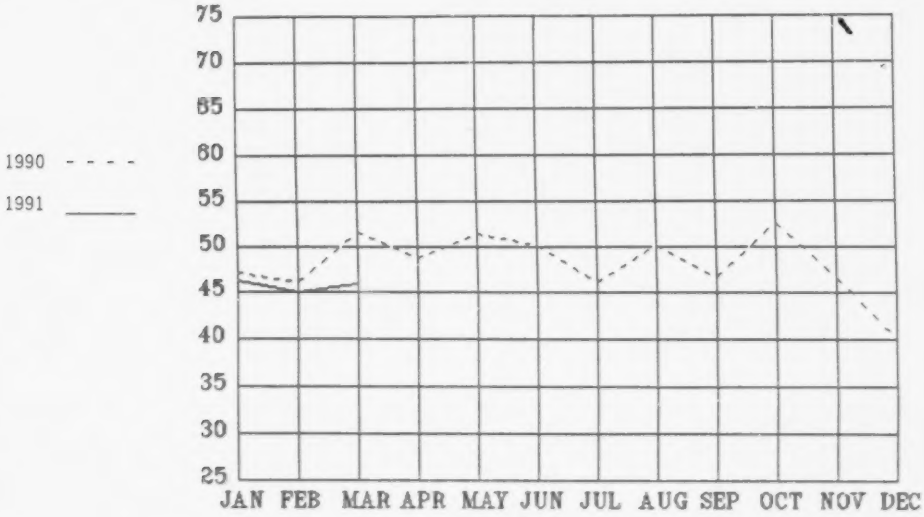
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	214	51563.9	45812.2	-11.2	100.0	100.0
Dist. 1	15	3073.7	3005.1	- 2.2	6.0	6.6
Dist. 2	28	5130.1	4860.6	- 5.3	9.9	10.6
Dist. 3	42	9921.1	9057.6	- 8.7	19.2	19.8
Dist. 4	25	6734.0	4878.4	-27.6	13.1	10.6
Dist. 5	17	2870.2	2615.6	- 8.9	5.6	5.7
Dist. 6	33	9912.7	8705.6	-12.2	19.2	19.0
Dist. 7	23	6400.5	6198.8	- 3.2	12.4	13.5
Dist. 8	17	3418.0	3182.9	- 6.9	6.6	6.9
Dist. 9	14	4103.7	3307.5	-19.4	8.0	7.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	144880.4	137104.6	- 5.4	100.0	100.0
Dist. 1	8586.9	8829.3	2.8	5.9	6.4
Dist. 2	14270.6	13962.2	- 2.2	9.8	10.2
Dist. 3	28423.4	26881.3	- 5.4	19.6	19.6
Dist. 4	18284.9	15206.3	-16.8	12.6	11.1
Dist. 5	8104.9	7491.4	- 7.6	5.6	5.5
Dist. 6	27745.0	26109.4	- 5.9	19.2	19.0
Dist. 7	18465.9	18933.7	2.5	12.7	13.8
Dist. 8	9669.7	9439.7	- 2.4	6.7	6.9
Dist. 9	11329.1	10251.2	- 9.5	7.8	7.5

MILLIONS

NATIONAL BILLINGS



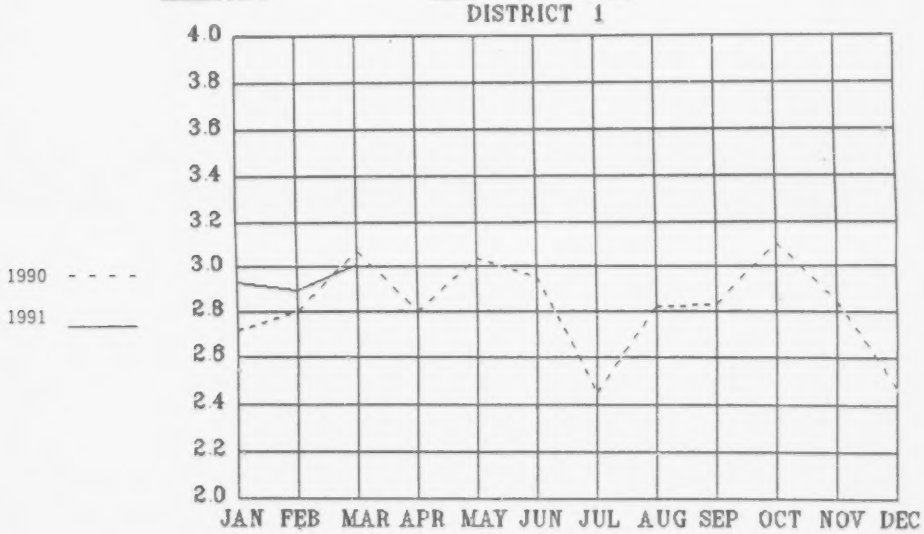
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.9	-2.5	-11.2									
% Change	Cumulative	-1.9	-2.2	- 5.4									

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



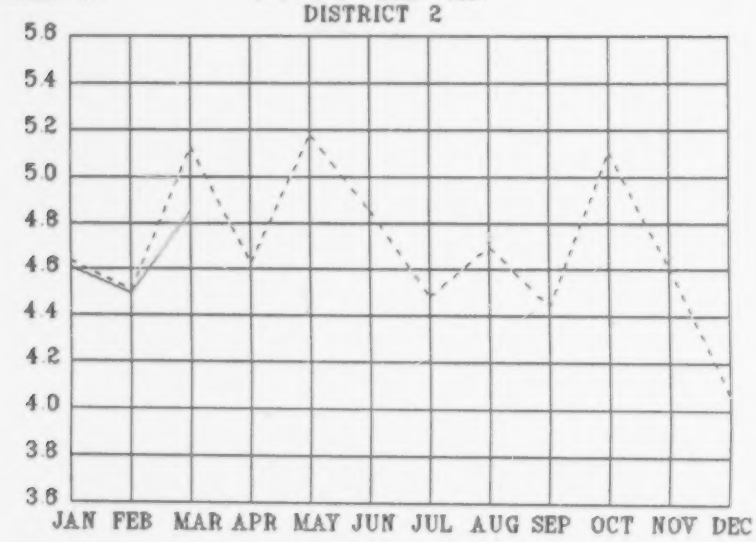
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9	3.5	-2.2									
% Change	Cumulative	7.9	5.6	2.8									

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



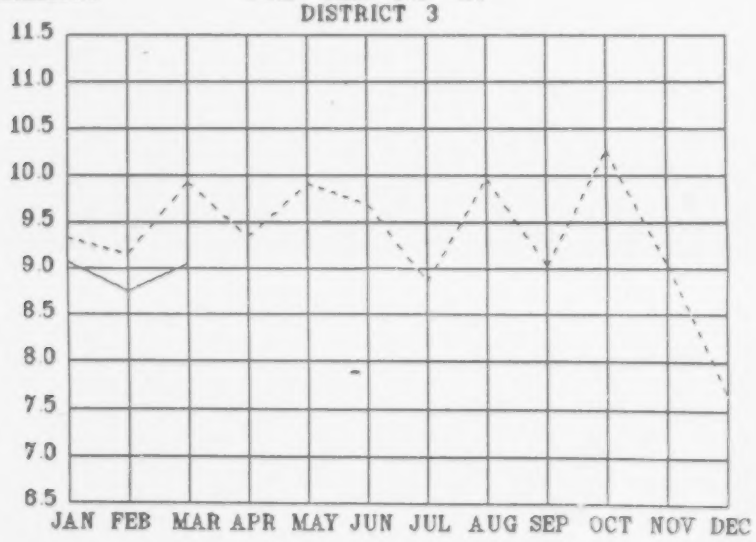
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6	-0.3	-5.3									
% Change	Cumulative	-0.6	-0.4	-2.2									

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



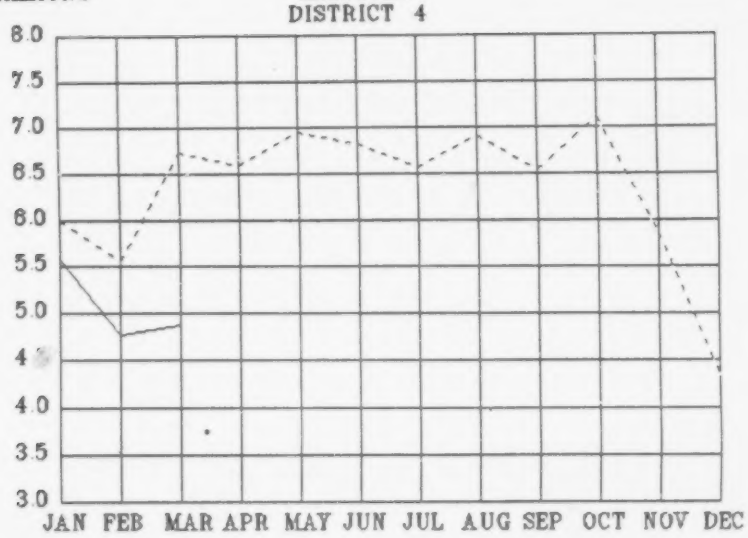
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.9	-4.5	-8.7									
% Change	Cumulative	-2.9	-3.7	-5.4									

MILLIONS

MICHIGAN
DISTRICT 4



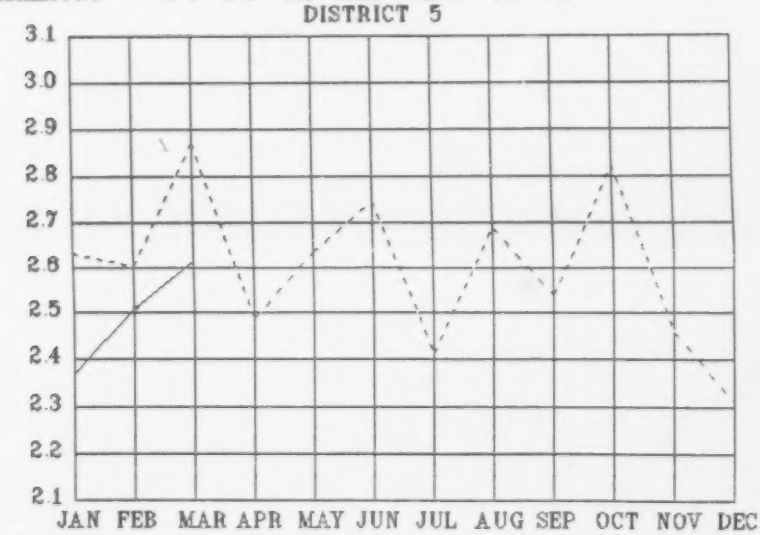
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.3	-14.1	-27.6									
% Change	Cumulative	-7.3	-10.6	-16.8									

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



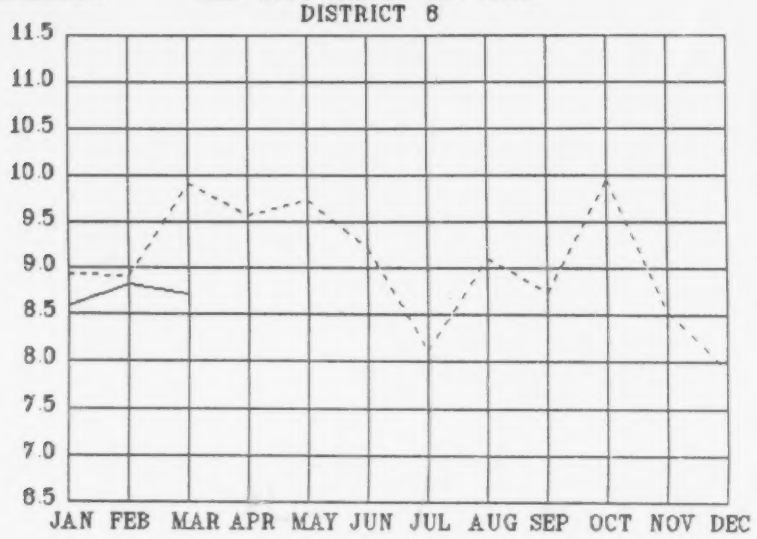
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.9	-3.8	-8.9									
% Change	Cumulative	-9.9	-6.9	-7.6									

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



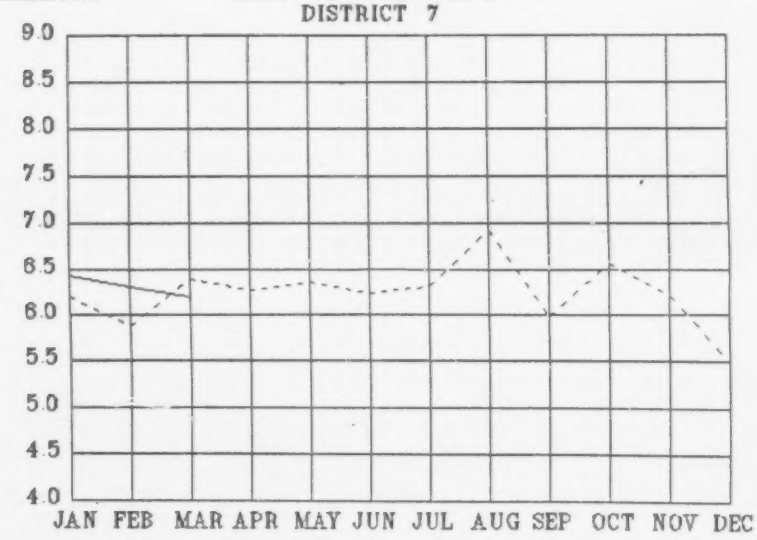
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-12.2									
% Change	Cumulative	-3.8	-2.4	- 5.9									

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



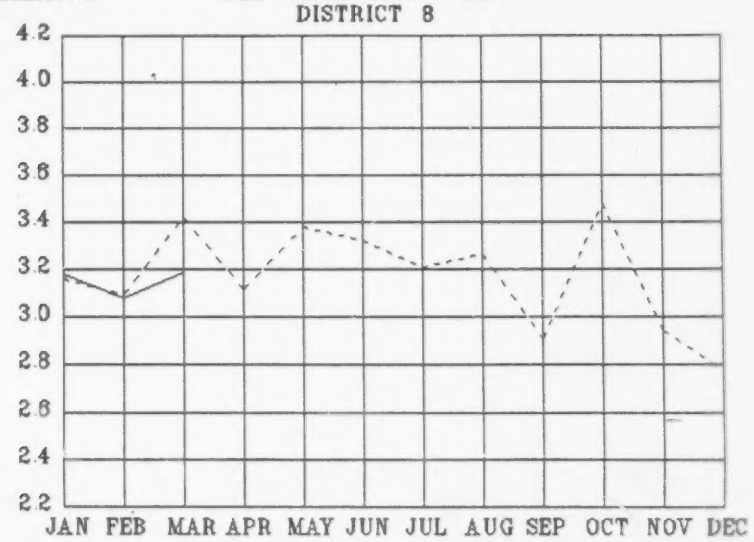
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.2									
% Change	Cumulative	3.7	5.5	2.5									

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



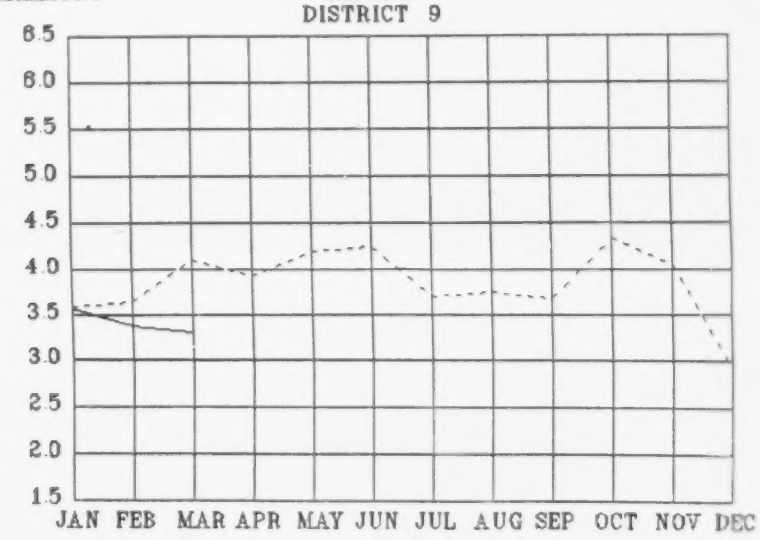
1990 - - - -

1991 ——

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-6.9									
% Change	Cumulative	0.6	0.1	-2.4									

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ——

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-7.3	-19.4									
% Change	Cumulative	-0.4	-3.9	- 9.5									